

## Message Text

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17

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W

----- 062476

R 080637Z MAY 75

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 9977

UNCLAS TOKYO 6088

FOR OIM/WELCH

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: SUGGESTED COOPERATORS OCT MEDICAL SHOW

REF: TOKYO 5750

POTENTIAL "COOPERATOR" PARTICIPANTS FOR U.S. TRADE CENTER  
MEDICAL EQUIPMENT EXHIBITION OCTOBER 6-9, 1975:

### I. RESEARCH AND SELECTION AIDS

#### 1. PAST EXHIBITIONS:

(A) MEDICAL EQUIPMENT U.S.A. MOV/DEC 1963

(B) ADVANCED MEDICAL EQUIP- DEC 1968  
MENT

(C) ADVANCED MEDICAL ELECTRON- FEB 1972  
IC INSTRUMENTS AND EQUIPMENT

(D) BIOMEDICAL INSTRUMENTS JAN 1974  
AND EQUIPMENT

2. MARKET SURVEY "BIOMEDICAL EQUIPMENT SALES  
OPPORTUNITIES IN JAPAN," MENTOR JAPAN TOKYO BRANCH,  
DECEMBER 1972.

3. MAGAZINE OF MEDICAL INDUSTRY, DEC '74, FEB '75, MAR '75.

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4. OIM MARKET RESEARCH SUMMARY AND EPS.

5. ACCJ DIRECTORY

II. RECOMMENDED COOPERATORS CLASSIFIED BY MAIN PRODUCT CATEGORIES:

- A. DIAGNOSTIC INSTRUMENTS/SYSTEMS
- B. THERAPEUTIC INSTRUMENTS/SYSTEMS
- C. PROSTHETIC INSTRUMENTS/SYSTEMS
- D. ANALYTICAL INSTRUMENTS/SYSTEMS
- E. ELECTRONIC MONITORING SYSTEMS
- F. MEDICAL DATA PROCESSING SYSTEMS
- G. MEDICAL AND SURGICAL INSTRUMENTS

1. AMERICAN HOSPITAL SUPPLY CORP. INTL (A,B,C,D,E,F,G)  
1015 GRANDVIEW AVE, GLENDALE, CALIF. 91201  
LOCAL CONTACT: AMERICAN HOSPITAL SUPPLY - JAPAN  
/O TORAY HOSPITAL SUPPLY CORP.  
GINZA - OHNO BLDG.  
1-17 TSUKIJI 4-CHOME  
CHUO-KU, TOKYO (TEL) 543-8461  
MR. JOHN C. DENISON, V.P.

2. AMES CO., DIV. OF MILES LAB, INC. (A,B,C,D,E,F,G)  
1127 MYRTLE, ELKHART, IND. 46514  
LOCAL CONTACT: MILES LABORATORIES, INC. - JAPAN BRANCH;  
AOYAMA BLDG, 2-3 KITA AOYAMA 1-CHOME, MINATO-KU, TOKYO  
(TEL) 403-9951/R, MR. RICHARD H. VAN DUSEN.  
JOIN VENTURE: MILES-SANKYO CO., LTD; 13-13 GINZA 1-CHOME,  
CHUO-KU, TOKYO, (TEL) 567-5511.

3. CORBIN-FARNSWORTH, DIV. OF SMITH KLINE INSTRUMENTS,  
INC. (A,E,F), 3400 HILLVIEW AVE, PALO ALTO, CALIF. 94306.  
AGENT: AMCO, INC; 8-7 IIDABASHI 4-CHOME, CHIYODA-KU, TOKYO,  
(TEL) 265-6381

4. DIGITAL EQUIPMENT CORPORATION (E,F)  
146 MAIN STREET, MAYNARD, MASS. 01754. LOCAL CONTACT:  
DIGITAL EQUIPMENT CORP. INTL-JAPAN; KOWA BLDG. NO. 25  
8-7 SANBANCHO, CHIYODA-KU, TOKYO (TEL) 264-7101, MR. GEN  
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NARUI, P.R. MGR.

5. ELECTRODYNE, DIV. OF BECTON, DICKINSON AND CO. (E,F)  
ROUTE 1, SHARON, MASS. 02067.

AGENT: FUKUDA DENSHI CO, LTD; 39-4 HONGO 3-CHOME, BUNKYO-  
KU, TOKYO (TEL) 815-2121.  
BARD-PARKET, DIV. OF BECTON, DICKINSON AND CO. (G)  
7 LEE MAE AVE, DANBURY, CONN. 06810.  
LOCAL CONTACT: BECTON, DICKINSON OVERSEAS INC - JAPAN  
BRANCH; SHIMATO BLDG. 5-34 AKASAKA 8-CHOME, MINATO-KU,  
TOKYO (TEL) 403-9991, MR. MCKELVY, GEN MGR.

6. GENERAL ELECTRIC CO (A,E,F)

4755 ELECTRIC AVE, MILWAUKEE, WIS. 53201.

AGENT: MARUBENI CORP; 4-2 OHTEMACHI 1-CHOME, CHIYODA-KU  
TOKYO, (TEL) 282-2111.

7. OHIO MEDICAL PRODUCTS, DIV. OF AIRCO, INC. (B,G31

1400 EAST WASHINGTON AVE, MAIDSON, WIS. 53701.

AGENT: AMCO, INC; 8-7 IIDABASHI 4-CHOME, CHIYODA-KU, TOKYO  
(TEL) 265-6381.

8. ORTEC INC. (A,D,E,F)

1000 MIDLAND ROAD, OAK RIDGE, TENN. 37830.

AGENT: TOYO TRADING CO, LTD; DAITO BLDG, 2 HONGOKUCHO  
1-CHOME, NIHONBASHI, CHUO-KU, TOKYO, (TEL) 279-0771.

9. PICKER INTL CORP (A,B,D,E,G)

595 MINER ROAD, CLEVELAND, OHIO 44143.

LOCAL CONTACT: HITACHI MEDICO CO, LTD., 1-14 UCHIKANDA  
1-CHOME, CHIYODA-KU, TOKYO, (TEL) 291-5418.

10. TECHNICON INSTRUMENTS CORP. (D,F)

TARRYTOWN, NEW YORK 10591.

LOCAL CONTACT: TECHNICON INSTRUMENT CORP. JAPAN BRANCH;  
HANAMA BLDG, 5-8 KITA AOYAMA 2-CHOME, MINATO-KU,  
TOKYO, (TEL) 405-7311.

11. TRAVENOL LABORATORIES INTL (A,B,C,D,E,G)

200 WILMOT ROAD, DEERFIELD, ILL. 60015.

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LOCAL CONTACT: JAPAN TRAVENOL LTD; 10 HIRANOMACHI  
2-CHOME, HIGASHI-KU, OSAKA, (TEL) (06) 202-6633.

12. HEWLETT-PACKARD CO (E,F)

3200 HILVIEW AVE, PALO ALTO, CALIF. 94304,

LOCAL CONTACT: YOKOGAWA HEWLETT-PACKARD, LTD;  
59-1, YOYOGI 1-CHOME, SHIBUYA-KU, TOKYO, (TEL) 370-2281.  
HODGSON

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## Message Attributes

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**Capture Date:** 26 AUG 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Draft Date:** 08 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
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**Disposition History:** n/a  
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**Reference:** n/a  
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**Review Authority:** GolinoFR  
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